

International Market Insight

FRANCE

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DASSAULT SELECTS MANUFACTURING PARTNERS ON ITS NEWEST JET, THE FALCON 7X.

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DASSAULT SELECTS MANUFACTURING PARTNERS ON ITS NEWEST JET, THE FALCON 7X.

French aircraft manufacturer Dassault Falconjet will heavily rely on both local and foreign subcontractors to manufacture the airframe of its new Falcon 7X long-range business jet. In fact, the company has recently announced its partners. A subsidiary of EADS, Socata, will manufacture the upper fuselage and body fairing in Tarbes, France. Toulouse-based Latecoere will supply the rear fuselage and EADS' Casa will produce the horizontal stabilizer at its facility in Spain. The Dutch firm Fokker will provide the trailing edge assembly, Belgium's Sonaca the leading edge; and France's Hurel Hispano together with Italy's Aermacchi will jointly make the nacelles and thrust reversers. Among the other suppliers listed, Pratt & Whitney Canada will furnish the PW307A engines to power the 7X.

The new aircraft will use fly-by wire technology, a first of its type among business jets. The system will be developed and produced entirely by Dassault, using technology from the company's military division, best known for producing Rafale and Mirage fighter aircraft. **The U.S. company Honeywell will supply its Primus Epic avionics suite as a platform for Dassault's new EASy advanced flightdeck, which will simplify the cockpit by integrating flight data, checklists and navigation information via large displays.** Dassault plans to make the EASy cockpit system standard on all its widebody Falcons within two years.

Since the new aircraft's launch at the 2001 Paris Air Show, it has received 40 orders, split evenly between U.S. and non-U.S. customers. According to Dassault, the new aircraft will have a higher cruising speed and longer range than its current designs, due to an optimized high transonic wing design. **These technological developments, coupled together with the ongoing customer demand for the firm's current, older designs, should guarantee the new aircraft a healthy order book in the future.** The first flight of the Falcon 7X is scheduled for 2004.

The fact that Dassault, France's world-reknown business jet manufacturer, is turning to foreign, including U.S., companies for the development and production of this new, highly-advanced aircraft, reflects the increasingly global nature of this industry and presents opportunities for American firms.

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IMI Customer Satisfaction Survey

U.S. Department of Commerce
International Trade Administration
U.S. Commercial Service

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1. Country covered by report: _____

Industry/title: _____

Commerce domestic office that assisted you (if applicable):

2. How did you find out about the IMI service?

☐ Direct mail

☐ Recommended by another firm

- ☐ Recommended by Commerce staff
- ☐ Trade/state/private newsletter
- ☐ Department of Commerce newsletter
- ☐ Other (specify): _____

3. Please indicate the extent to which your objectives were satisfied:

- 1-Very satisfied
- 2-Satisfied
- 3-Neither satisfied nor dissatisfied
- 4-Dissatisfied
- 5-Very dissatisfied
- 6-Not applicable

- ☐ Overall objectives
- ☐ Accuracy of information
- ☐ Completeness of information
- ☐ Clarity of information
- ☐ Relevance of information
- ☐ Follow-up by Commerce representative

4. In your opinion, did using the IMI service facilitate any of the following?

- ☐ Decided to enter or increase presence in market
- ☐ Developed an export marketing plan
- ☐ Added to knowledge of country/industry
- ☐ Corroborated market data from other sources
- ☐ Decided to bypass or reduce presence in market
- ☐ Other (specify): _____

5. How likely would you be to use the IMI service again?

- ☐ Definitely would
- ☐ Probably would
- ☐ Unsure
- ☐ Probably would not
- ☐ Definitely would not

6. Comments:

* * * About Your Firm * * *

1. Number of employees: ☐ 1-99 ☐ 100-249 ☐ 250-499
☐ 500-999 ☐ 1,000+

2. Location (abbreviation of your state only): _____

3. Business activity (check one):

- ☐ Manufacturing
- ☐ Service
- ☐ Agent, broker, manufacturer's representative
- ☐ Export management or trading company
- ☐ Other (specify): _____

4. Value of export shipments over the past 12 months:

- ☐ Less than \$10K
- ☐ \$11K-\$100K
- ☐ \$101K-\$500K
- ☐ \$501K-\$999K
- ☐ \$1M-\$5M
- ☐ More than \$5M

May we call you about your experience with the IMI service?

Contact name: _____

Phone: _____

Fax number: _____

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Thank you--we value your input!

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